

Message Text

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STATE/NEA/IRN/R.BEALES

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FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN PRIORITY

INFO AMCONSUL TABRIZ PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, IR

SUBJECT: PRODUCT OPPORTUNITY: DIESEL ENGINES

REF: TABRIZ 0012; TEHRAN 2827

1. G.M., CUMMINS AND SEVERAL OTHER U.S. SUPPLIERS HAVE
EXPRESSED INTEREST IN REQUIREMENT FOR 4,000 DIESEL ENGINES
ASDESCRIBED IN REFTELS. REQUEST EMBASSY STRONGLY ENCOURAGE
THAT MANAGING DIRECTOR OF DIESEL IRAN ALLOCATE 7-10 DAYS IN
U.S. DURING PROPOSED TRIP.

2. ANSWERS TO FOLLOWING QUESTIONS WOULD BE HELPFUL TO U.S.
COMPANIES PRIOR TO ANY MEETING WITH DIESEL IRAN REP (1)
FULL NAME(S) AND TITLE (S) OF REPRESENTATIVES DESIRING TO
TALK WITH U.S. COMPANIES; (2) NATURE OF THE FIRM DIESEL
IRAN AND IN WHAT CAPACITY IT EXPECTS TO FURNISH ENGINES TO
GOI; (3) MORE SPECIFIC INFO REGARDING NUMBERS OF ENGINES
REQUIRED IN VARIOUS HORSEPOWER CATEGORIES (ANSWER TO THIS

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NECESSARY BEFORE QUOTE CAN BE GIVEN TO QUESTIONS IN PARA

2B AND 2C OF REFTEL (A); (4) DELIVERY SCHEDULE WHICH DIESEL IRAN WOULD HOPE SUPPLIER WOULD BE ABLE TO MAINTAIN; (5) PROPOSED SOURCE OFFINANCING FOR THESE ENGINES.

3. G.M. HAS INFORMED DOC THAT THIS INQUIRY HAS BEEN

REFERRED TO G.M. IRAN LTD., P.O. BOX 86173, TEHRAN, PHONE 668365/7, MR. JOHN CZARSKI.

4. DOC WILL ASSIST IN ARRANGING SCHEDULE FOR DIESEL IRAN REP(S) ON VISIT TO U.S. WOULD THEREFORE APPRECIATE DATES OF STAY IN U.S., HOW FLEXIBLE TRAVEL PLANS ARE AND WHAT FURTHER INFO U.S. COMPANIES SHOULD HAVE PREPARED IN ADVANCE OF MEETINGS.

5. REGRET DELAY IN RESPONDING TO REFTELS BUT HOLIDAY HAS INTERCEDED IN ABILITY TO CONTACT U.S. FIRMS. KISSINGER

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